

# Compliance: Positive Alternatives

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# Positive Alternatives

- Preventing Potential Compliance issues begins with the initial request for goods or services.



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# Positive Alternatives

- The Buyer role begins here:



- The Buyer role ends here:



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# Positive Alternatives



Quality



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# Positive Alternatives

- **Get Good Specification**

- ✓ Check with specification writer ( Engineer)
- ✓ Check with NIGP,VAGP
- ✓ Check with other buyers
- ✓ Search the internet



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# Positive Alternatives

- Pre-Bid/ Pre Proposal- Questions from vendors at this meeting may prevent miscommunications after the contract is awarded.....
- RFI



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# Positive Alternatives

## Pre Award Survey



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# Positive Alternatives

- **Pre Award Survey**

- ✓ Visit the prospective vendors
- ✓ Checklist of Questions
- ✓ Request Letter of Credit or Certified CPA audit
- ✓ D & B Report

- **Internal Responsibility Checks**

- ✓ Debarment
- ✓ Termination for Default
- ✓ Reference Checks



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# Positive Alternatives

- Pre Award Survey Group should consist of:
  1. Buyer
  2. Agency expert
  3. Compliance Officer



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# Positive Alternatives

- Notify vendor (s) that you will request Pre-Award Survey in your solicitation.



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# Positive Alternative

- Meet Before the Visit
- Meet After the Visit



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# Positive Alternatives



**Delivery**



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# Positive Alternatives

- CHECK & CONFIRM NEED BY DATE & RELAY CONCISE DELIVERY DATE ON SOLICITATION & P.O./CONTRACT...



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# Positive Alternatives

- Consider using Expediting functions such as:
  - ✓ Call 15 days before Delivery Due Date
  - ✓ Call 5 days before Delivery Due Date
  - ✓ Prepare vendor of formal actions for breach of contract (Procurement Complaint)



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# Positive Alternatives



Cost



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# Positive Alternative

- Bid too Low



- Bid too High



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# Positive Alternatives

- Research their Bid Costs
  - ✓ PPI
  - ✓ CPI
  - ✓ Previous costs
  - ✓ New market cost

If it doesn't make sense..... Ask for further details from the vendor.



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# Positive Alternatives

To ensure positive results from your solicitation



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# Positive Alternatives

**The Bidder/Offeror Must Be:**



Responsive



Responsible



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## Positive Alternatives



**After the contract is in place, and things still go awry; Contact your Compliance Officer and follow the procedure for Non Compliance.**



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# Positive Alternatives

